

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 PA-02 PRS-01 AID-05 CIAE-00

COME-00 FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04

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E.O. 11652: N/A

TAGS: EFIN, NL

SUBJECT: DUTCH EXPORTERS' ORGAN COMMENTS ON EXPORT FINANCING

1. DUTCH CENTRAL ORGANIZATION FOR FOREIGN ECONOMIC
RELATIONS, PRIVATE LOBBYING ORGANIZATION REPRESENTING
TRADE, INDUSTRY, AGRICULTURE, BANKS AND TRANSPORT,
EXPRESSED SATISFACTION WITH RESPONSE FROM GON AND
DUTCH BANKING CIRCLES TO PLEA FOR IMPROVED EXPORT
CREDIT FACILITIES FOR DUTCH EXPORTERS.

2. IN A COMBINED SECOND AND THIRD QUARTERLY REPORT,
CENTRAL ORGANIZATION CALLS EXISTING EXPORT CREDIT
FACILITIES FOR DUTCH EXPORTERS POOR COMPARED WITH
FOREIGN COUNTRIES, AND SAYS IMPROVEMENTS ARE NECESSARY
TO MAINTAIN AND IMPROVE COMPETITIVE POSITION OF DUTCH
EXPORT OF CAPITAL GOODS. PROPOSALS MADE IN THIS DIRECTION
BY CENTRAL ORGANIZATION IN NOVEMBER LAST YEAR WERE
AIMED AT 1) AVAILABILITY OF INTERNATIONALLY ACCEPTABLE
INTEREST LEVEL FOR EXPORT TRANSACTIONS BY EXPANSION
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OF EXISTING EXPORT FINANCING ARRANGEMENTS. (EFA),

2) A MORE LIBERAL POLICY WITH REGARD TO CREDIT INSUR-
ANCE CEILINGS, AND 3) NON-INCREASE OF EXPORTERS RISK
IN CASE OF EXPORT TO HIGHER RISK DEBTOR COUNTRIES.

3. INTENSIVE DISCUSSIONS ON EXPORT FINANCING
PROBLEMS THIS YEAR HAVE SO FAR LED TO A NUMBER OF
IMPROVEMENTS OF WHICH INCREASE OF EFA ARRANGEMENTS
BY 1.5 BILLION GUILDER (2.67 GUILDER EQUALS \$1.00) IS MOST
IMPORTANT. CENTRAL ORGANIZATIONS HOPE NEGOTIATIONS TAKING PLACE
AT PRESENT BETWEEN CENTRAL BANK AND COMMERCIAL BANKS MAY LEAD
TO CONTRIBUTION FROM BANKING CIRCLES TO IMPROVEMENT OF EXPORT
FINANCING IN VIEW OF DETERIORATING DUTCH EXPORT SITUATION
(EXPORTS FELL SIX PERCENT DURING FIRST HALF OF THIS YEAR).

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